



Training Proposal for:
Technology Council of Southern California
Agreement Number: ET15-0401

Panel Meeting of: March 27, 2014

ETP Regional Office: North Hollywood

Analyst: M. Paccarelli

PROJECT PROFILE

Contract Attributes:	Priority Rate SB <100 Retrainee	Industry Sector(s):	Technology/IT Aerospace and Defense Technology/Other Biotechnology/Life Sciences Manufacturing Priority Industry: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Counties Served:	Statewide	Repeat Contractor:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Union(s):	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Turnover Rate:	≤20%		
Managers/Supervisors: (% of total trainees)	≤20%		

FUNDING DETAIL

<table border="1" style="width: 100%; height: 100%;"> <tr><td style="text-align: center;">Program Costs</td></tr> <tr><td style="text-align: center;">\$607,760</td></tr> </table>	Program Costs	\$607,760	+	<table border="1" style="width: 100%; height: 100%;"> <tr><td style="text-align: center;">Support Costs</td></tr> <tr><td style="text-align: center;">\$42,105 8%</td></tr> </table>	Support Costs	\$42,105 8%	=	<table border="1" style="width: 100%; height: 100%;"> <tr><td style="text-align: center;">Total ETP Funding</td></tr> <tr><td style="text-align: center;">\$649,865</td></tr> </table>	Total ETP Funding	\$649,865
Program Costs										
\$607,760										
Support Costs										
\$42,105 8%										
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\$649,865										

In-Kind Contribution:	50% of Total ETP Funding Required	\$325,800
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TRAINING PLAN TABLE

Job No.	Job Description	Type of Training	Estimated No. of Trainees	Range of Hours		Average Cost per Trainee	Post-Retention Wage
				Class / Lab	CBT		
1	Retrainee SB <100 Priority Rate	Computer Skills, Continuous Impr	157	8-200	0	\$2,224	\$16.44
				Weighted Avg: 80			
2	Retrainee SB<100	Computer Skills, Continuous Impr	71	8-200	0	\$1,882	\$16.44
				Weighted Avg: 80			
3	Retrainee Priority Rate	Computer Skills, Continuous Impr	71	8-200	0	\$1,540	\$16.44
				Weighted Avg: 80			
4	Retrainee	Computer Skills, Continuous Impr	45	8-200	0	\$1,283	\$16.44
				Weighted Avg: 80			

Minimum Wage by County: \$16.44 per hour in Alameda, San Francisco, Contra Costa, Marin, San Mateo, Santa Clara, and Santa Cruz counties; \$15.97 per hour in Los Angeles; \$16.02 per hour in Orange; \$15.93 per hour in San Diego; \$15.75 per hour in Sacramento County; \$15.56 in Alpine; and \$15.07 per hour in all other counties.

Health Benefits: Yes No This is employer share of cost for healthcare premiums – medical, dental, vision.

Used to meet the Post-Retention Wage?: Yes No Maybe

Participating employers may use health benefits to meet the Post-Retention Wage.

Wage Range by Occupation

Occupation Titles	Wage Range	Estimated # of Trainees
Technical Analyst, PC/Hardware Technician, Sales Representative, Account Representative		28
System Analyst/Administrator		82
Programmer Analyst		32
Network Engineer/Administrator/Architect		85
Database Administrator/Architect		26
Application Architect		23
Manager/Supervisor		68

INTRODUCTION

Technology Council of Southern California (TCOSC) (www.tcosc.org) is non-profit, volunteer-driven organization providing events, connections, information and resources to technology companies. TCOSC develops content-driven programs that encourage interactive discussions between employers, researchers and venture capitalists. Its two flagship events, VentureNet™

and the annual Industry Awards are regarded as among the most influential technology events in the region. Its members are in the technology industry sectors with operations in Greater Los Angeles and Silicon Valley. TCOSC is committed to developing the critical skills of Information Technology (IT) workers to meet the constantly evolving demands of the companies in its membership.

PROJECT DETAILS

Employer Demand

The curriculum was developed by Saisoft in direct response to company requests for training in the management and administration of Microsoft Windows Servers, SQL Server Databases, VMWare Virtual Infrastructure and Cisco Networking. These technologies power computing infrastructure and business critical software applications such as Cloud Computing, Virtualization, ERP, Sales Force Automation and Customer Relationship Management.

These companies, identified by TCOSC as a “core group” of participating employers have training programs but are unable to keep up with the amount and frequency of necessary technical training. Some of them are training employees in complementary technologies. ETP funds will give them the opportunity to broaden their employees’ skill base. In other cases, where the companies are already training in these technologies, ETP funds will augment their efforts.

Curriculum Development

At the start of the participating employer recruitment process, TCOSC directed its consultant, Saisoft, to conduct surveys with the Human Resources, Training and IT departments of its membership companies to understand their current business drivers and challenges. The companies were asked to identify new technologies that are being implemented to improve profitability and business efficiency.

Saisoft also obtains direct feedback from students after each training class by using surveys. This helps them to not only improve the quality of instruction but to also constantly customize a curriculum such as the one in this proposal.

Marketing and Support Costs

TCOSC’s marketing and recruitment efforts include outreach to new employers as well as referrals from employers who have participated in the past ETP contract. TCOSC and Saisoft’s marketing activities include email marketing, social media marketing, IT industry events/trade shows, telemarketing, internet marketing and in-person visits to companies. TCOSC and Saisoft maintain an active website and use Internet marketing to reach targeted employers to educate them on available training opportunities. TCOSC and Saisoft also utilize employer and employee evaluations to gauge emerging training needs and to maintain ongoing relationships with employers.

TCOSC has an extensive database of businesses that are members and service providers to the Technology industry (Legal, Venture Capital companies and Private equity firms). Additionally, Saisoft uses social media marketing extensively to reach out to IT Directors, CIOs and CTOs in these industries to explore their need for IT training. .

Beyond the companies already identified and surveyed, TCOSC and Saisoft will continue to recruit participating employers and assess employer-specific job training requirements

throughout the term of the project. TCOSC's goal is to specifically focus on priority industries and small businesses. Due to the intensive outreach efforts required to market the program, research training requirements and enroll participating employers, TCOSC has requested 8% support costs.

Core Group of Employers

All participating employers in the core group have been determined to meet out-of-state competition standards. According to TCOSC and Saisoft, the core group and all other companies participating in this project will not or have not participated in other Saisoft-vendored ETP projects.

Reimbursement Rate

The Curriculum is for IT coursework at the Advanced Technology (AT) level (See Exhibit B). However, TCOSC is not asking for reimbursement at the higher AT rate. Instead, the four Job Numbers in this proposal will be reimbursed at the rate for small business and standard-size business, priority industry and non-priority, as pertinent. For this reason, the trainer-to-trainee ratio will also be standard class/lab at 1:20.

Training Plan

Computer Skills (96%) – This training will be delivered to all occupations which will cover topics in Microsoft Windows Server; Oracle SQL; Comptia Server; Amazon Web Services; Microsoft Sharepoint and VMWare.

Continuous Improvement (4%) – This training will be provided to System Analysts, Network Administrators, Programmer Analysts and Database Administrators. These IT professionals need IT-centric Continuous Improvement training in order to improve service delivery efficiency, quality and consistency.

E-Learning

Saisoft will deliver live, instructor-led E-Learning training over the Internet using GoToMeeting (GTM). Its newly designed courses and lab exercises will greatly enhance the learning experience of the trainees by simulating the 'real world' environment in which IT systems are deployed. Participating employers will provide the equipment that the trainees will need to do lab exercises in the form of servers, software, switches, routers and mobile computing devices.

Although 100% of training was conducted online in the last ETP contract, TCOSC anticipates approximately 2% will be conducted at the employer work sites. This center-based training will apply to companies who have training facilities equipped with the necessary hardware and software; and those who have large number of employees to make the on-site class economically feasible to conduct.

Substantial Contribution

TCOSC serves large and small companies, some of which may have received training in prior ETP contracts. If a large participating employer has received the benefit of training with payment earned in excess of \$250,000 within the past five years, reimbursement for trainees at the same facility will be reduced by 30% to reflect a substantial contribution to the cost of training. Funding for any participating employer previously assessed a substantial contribution

will be reduced by 50%. Small businesses with 100 or fewer full-time employees are not subject to this provision.

Electronic Recordkeeping

TCOSC will utilize Saisoft's electronic recordkeeping to document training. GTM Reports will also be maintained by TCOSC and Saisoft for monitoring purposes.

Commitment to Training

TCOSC represents that training funded under this proposal will compliment the existing financial commitment to training by participating employers. As stated earlier, although these employers have training programs, they are unable to keep up with the amount and frequency of technical training needed to remain competitive.

Safety training is provided by the participating employers in accordance with all pertinent requirements under state and federal law.

Saisoft will deliver 100% of the training in this proposal. TCOSC's Chairman will coordinate the delivery and compliance of the proposed ETP-funded training.

RECOMMENDATION

Staff recommends approval of this proposal.

PRIOR PROJECT

The following table summarizes performance by TCOSC under an ETP Agreement completed within the last five years:

Agreement No.	Location (City)	Term	Approved Amount	Payment Earned \$ %
ET12-0375	Statewide	05/07/2012 – 05/06/2014	\$198,377	\$183,228* (92%)

**As a result of recent findings during the Final Monitoring, an overpayment of \$22,707 was identified, thereby reducing the earned amount to \$160,520 (81%).*

DEVELOPMENT SERVICES

Saisoft, Inc. in Irvine assisted with the development of this proposal at no cost.

ADMINISTRATIVE SERVICES

Saisoft, Inc. will also perform administrative services for a fee of \$38,990, not to exceed 13% of payment earned.

TRAINING VENDORS

Saisoft, Inc. will provide Computer and Continuous Improvement Skills training for a fee of \$545,830.

Exhibit B: Menu Curriculum

Class/Lab/E-Learning Hours

8-200 Trainees may receive any of the following:

COMPUTER SKILLS

- AGL-SC: Agile and Scrum Software Development Methodology
- AND-PR: Android Programming
- AWS-CC: Cloud computing with Amazon Web Services
- Apache Web Server Administration
- CGI (Common Gateway Interface) and PHP (Hypertext Preprocessor) Programming
- CIS-NPR: CCNP ROUTE (642-902)
- CIS-NPS: CCNP SWITCH (642-813)
- CIS-NPT: CCNP TSHOOT (642-832)
- CIS-ND1: Configuring Cisco Network Devices I (ICND1 – 640-822)
- CIS-ND2: Configuring Cisco Network Devices II (ICND2 - 640-816)
- CIS-SC: Configuring scalable Cisco Networks
- CIS-ML: Configuring Multi-layer Switched Cisco Networks
- CIS-RA: Configuring Remote Access Cisco Networks
- CIS-TA: Troubleshooting Advanced Cisco Networks
- CIT-XA: Citrix XenApp Implementation
- CMP-CL1: Comptia Cloud Essentials (CLO-001)
- CMP-SR1: Comptia Server+ (SKO-003)
- CPT-SC: Comptia Security +
- CPT-NW: Comptia Network +
- CRY-RP: Programming Crystal Reports
- CRY-RP: SAP Crystal Reports 2011
- CSP-PR: Programming in C#
- CSP-AS: Programming ASP.NET and ADO.NET using C#
- CSP-EN: Enterprise Application Development in C#
- DDT-DM: Data Modeling and Database Design
- DDT-LP: Logical and Physical Data Modeling
- DIS-R1: Disaster Recovery for Information Technology
- DWH-IN1: Data Warehousing Fundamentals
- DWH-IN2: Programming Informatica
- FCB-AD: Facebook Ads Manager Administration
- GOO-AN: Implementing Google Analytics
- GOO-AD: Google Adwords Administration
- IPH-PR: iPhone Programming
- Information Technology Infrastructure Library (ITIL) Implementation
- Information Technology Infrastructure Library (ITIL) Best Practices
- JAV-OO: Object Oriented Programming in Java
- JAV-AP: Application Development in Java
- JAV-AT: Advanced Topics in Java
- LIN-AD: LinkedIn AdManager Administration
- LIN-SA: Linux System Administration
- LIN-NA: Linux Network Administration
- MSO-365: Migrating Exchange Server to MS Office 365
- MSF-AC: Microsoft Access Programming
- MSF-BG: Microsoft Bing Adcenter Administration

- MSF-SPS: Microsoft Sharepoint Designer 2010
- MSF-SPA: Microsoft Sharepoint Foundation Administration
- MSF-SPF: Microsoft Sharepoint Foundation
- MSF-SPD: Microsoft Sharepoint Development
- MSF-SPB: Microsoft Sharepoint Business Intelligence
- MSF-VS: Microsoft Visio 2010 Administration
- MSW-AZ: Implementing Microsoft SQL Azure
- MSW-AZ: Implementing Microsoft SQL Azure
- MySQL Database Administration
- PMT-IT: Software Development Lifecycle (SDLC) IT Infrastructure Library - ITIL
- SAI-467: Designing Business Intelligence Solutions with Microsoft SQL Server 2012
- SAI-466: Implementing Data Models and Reports with Microsoft SQL Server 2012
- SAI-465: Designing Database Solutions for SQL Server 2012
- SAI-464: Developing Microsoft SQL Server 2012 Databases
- SEC-NI: Securing Network Infrastructure and Communications (Security+ 1)
- SEC-AP: Application, Operational and Organizational Security (Security+ 2)
- SEC-AI: Designing Security Architecture Infrastructures
- SEC-MA: Designing Security Management Infrastructures
- SQL-463: Implementing a Data Warehouse with Microsoft SQL Server 2012
- SQL-462: Administering Microsoft SQL Server 2012 Databases
- SQL-461: Querying Microsoft SQL Server 2012
- SQL-TS: Programming SQL Server with Transact-SQL
- SQL-AD: SQL Server Advanced Topics
- SQL-RS: SQL Server Reporting Services
- SQL-BI: SQL Server Business Intelligence
- ORA-SQ: Oracle – SQL (Structured Query Language)
- ORA-PL: Oracle – PL/SQL (Programming Language in SQL)
- Perl Programming
- Perl Programming - Using advanced modules
- Perl Advanced Topics: Serving pages using HTTPS (Secure Hypertext Protocol) w/ mod_ssl
- MSF-EX: Microsoft Exchange Server Administration
- MSF-W7: Microsoft Windows7 Administration
- MSF-SP: Microsoft Sharepoint Server Administration
- MSF-SP: Microsoft Sharepoint Server Administration
- MSF-SEC: Designing Security for Microsoft Networks
- MSF-PS: MS Windows Administration with Powershell
- MSF-SA8: Microsoft Windows 2008 Server Administration
- MSF-NA8: Microsoft Windows 2008 Network Infrastructure
- MSF-AD8: Microsoft Windows 2008 Active Directory
- Network Security – Ethical Hacking
- Network Security – Applied Computer Forensics
- PMT: Software Development Lifecycle (SDLC) Project Management
- VBS-PR: Programming in VB.NET
- VBS-AS: Programming ASP.NET and ADO.NET using VB.NET
- VBS-EN: Enterprise Application Development in VB.NET
- COG-PR1: Implementing Business Intelligence with Cognos
- VMW-AD: VMWare Infrastructure Administration
- OOD-UML: Object Oriented Design and Unified Modeling Language
- CIT-SA: Citrix Presentation Server Administration

- UBU-DS: Ubuntu Linux Desktop Administration
- ORA-DB: Oracle Database Administration
- SQL-SA: SQL Server Database Administration
- SQL-DB: SQL Server Database Design
- MSF-HY: Microsoft Windows Server Hyper-V Administration
- SQL-MD12: SQL Server 2012 Multi-dimensional Expressions and Data Analysis Expressions
- SQL-RS12: SQL Server 2012 Reporting Services
- SQL-AS12: SQL Server 2012 Analysis Services
- SQL-BID: SQL Server 2012 Designing Business Intelligence Solutions
- MSF-SPS: Microsoft Sharepoint Designer 2013
- MSF-SPA: Microsoft Sharepoint Foundation 2010 Administration
- MSF-SPF: Microsoft Sharepoint Foundation 2010
- MSF-SPD: Microsoft Sharepoint 2010 Development
- MSF-SPB: Microsoft Sharepoint 2010 Business Intelligence
- MSF-VS: Microsoft Visio 2010
- MSF-PS1: MS Windows Administration with Powershell I
- MSO-365: Migrating Exchange Server to Office 365
- MSF-410: Installing and configuring Windows Server 2012
- MSF-411: Administering Windows Server 2012
- MSF-412: Configuring Advanced Windows Server 2012 Services
- CIS-NPR: Cisco CCNP Routing and Switching
- CIS-SP1: Computer Information Systems Security Protocol
- CEH-P1: Certified Ethical Hacking Training
- CAP-P1: Computer Systems Authorization Protocol
- WIR-TS: Wireless Technology Specialist
- WIR-NA: Wireless Network Administration
- GGL-GL: Google Glass Application Development
- CMP-MOB: Comptia Mobility+ (MBO-001)
- CMP-SM: Comptia Social Media Security
- BUS-AN: Business Analysis and Modeling
- HAD-DB1: Big Data Management with Hadoop
- MON-DB1: Big Data Management with MongoDB
- PYT-PR: Programming in Python
- PRL-PR: Programming in Perl
- JVS-PR: Javascript Programming
- PHP-PR: Programming in PHP
- WRD-PR: Website design with Wordpress
- LIN-WI: Linux for Windows users
- QCB-A1: Quickbooks Training

CONTINUOUS IMPROVEMENT SKILLS

- SSC-GB: Six Sigma Green Belt
- PMT-SK: Project Management Skills
- PMT-MP: Project Management using MS Project
- PMT-SD: Information Technology Project Management

Note: Reimbursement for retraining is capped at 200 total hours per trainee, regardless of method of delivery.

**Participating Employers in Retrainee
Multiple Employer Contracts**

Contractor's Name: Technology Council of Southern California
Reference No: 15-0036

CCG No.: ET15-0401
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PRINT OR TYPE IN ALPHABETICAL ORDER

Company: Aumkaara, Inc.

Address: 4340 Stevens Creek Blvd Suite 286

City, State, Zip: San Jose, CA 95129

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 15

Total # of full-time company employees worldwide: 30

Total # of full-time company employees in California: 30

Company: Comware Technical Services, Inc.

Address: 17922 Sky Park Cir, Ste E

City, State, Zip: Irvine, CA 92614

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 24

Total # of full-time company employees worldwide: 120

Total # of full-time company employees in California: 50

Company: Enterprise Vision Technologies, Inc.

Address: 201 Wilshire Boulevard

City, State, Zip: Santa Monica, CA 90401

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 10

Total # of full-time company employees worldwide: 12

Total # of full-time company employees in California: 12

Company: Liftoff LLC

Address: 600 N. Brand Blvd, Ste 620

City, State, Zip: Glendale, CA 91203

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 12

Total # of full-time company employees worldwide: 48

Total # of full-time company employees in California: 12

Participating Employers in Retrainee Multiple Employer Contracts

Contractor's Name: Technology Council of Southern California

CCG No.: ET15-0401

Reference No: 15-0036

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PRINT OR TYPE IN ALPHABETICAL ORDER

Company: Moka5, Inc.

Address: 475 Broadway St, 2nd Floor

City, State, Zip: Redwood City, CA 94063

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 15

Total # of full-time company employees worldwide: 120

Total # of full-time company employees in California: 52

Company: Nitech, Inc

Address: 15560 Rockfield Blvd, Ste B110

City, State, Zip: Irvine, CA 94618

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 1

Total # of full-time company employees worldwide: 10

Total # of full-time company employees in California: 10

Company: RemX Specialty Staffing, Inc.

Address: 8577 Haven Avenue, Ste 100

City, State, Zip: Rancho Cucamonga, CA 91730

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 40

Total # of full-time company employees worldwide: 42

Total # of full-time company employees in California: 42

Company: Science Applications International Corporation

Address: 10140 Campus Point Drive

City, State, Zip: San Diego, CA 92121

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 1

Total # of full-time company employees worldwide: 13248

Total # of full-time company employees in California: 1294

**Participating Employers in Retrainee
Multiple Employer Contracts**

Contractor's Name: Technology Council of Southern California

CCG No.: ET15-0401

Reference No: 15-0036

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PRINT OR TYPE IN ALPHABETICAL ORDER

Company: Smith Micro Software, Inc.

Address: 51 Columbia

City, State, Zip: Aliso Viejo, CA 92656

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 10

Total # of full-time company employees worldwide: 180

Total # of full-time company employees in California: 100

Company: Syntricity, Inc.

Address: 4225 Executive Square, Ste 520

City, State, Zip: San Diego, CA 92037

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 18

Total # of full-time company employees worldwide: 25

Total # of full-time company employees in California: 23

Company: Technossus LLC

Address: 17885 Von Karman Ave, Ste 410

City, State, Zip: Irvine, CA 92614

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 23

Total # of full-time company employees worldwide: 26

Total # of full-time company employees in California: 26

Company: Total Defense iSherrif Inc.

Address: 555 Twin Dolphin Plaza, Ste 610

City, State, Zip: Redwood City, CA 94065

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 2

Total # of full-time company employees worldwide: 20

Total # of full-time company employees in California: 20

**Participating Employers in Retrainee
Multiple Employer Contracts**

Contractor's Name: Technology Council of Southern California
Reference No: 15-0036

CCG No.: ET15-0401
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PRINT OR TYPE IN ALPHABETICAL ORDER

Company: Valley Network Solutions, Inc.

Address: 364 W. Fallbrook Avenue, Ste 101

City, State, Zip: Fresno, CA 93711

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 15

Total # of full-time company employees worldwide: 24

Total # of full-time company employees in California: 24

Company: Where 2 Get It, Inc.

Address: 5101 E. La Palma Ave, Ste 107

City, State, Zip: Anaheim, CA 92807

Collective Bargaining Agreement(s): No

Estimated # of employees to be retrained under this Agreement: 29

Total # of full-time company employees worldwide: 44

Total # of full-time company employees in California: 32
